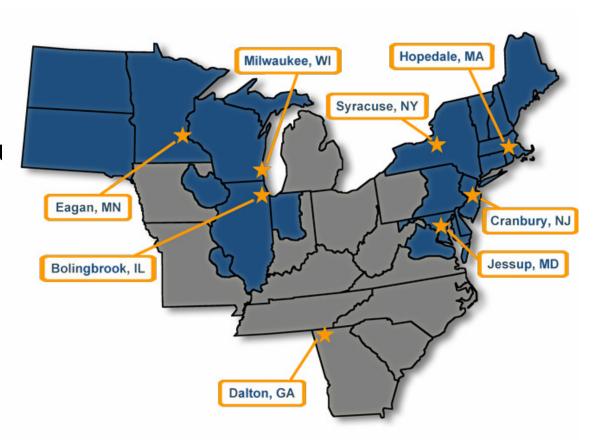


#### **Our Company**

- Privately-owned transportation and logistics company
- Servicing the Northeast,Mid-Atlantic, and Midwest
- Complete supply-chain management for the carpet and flooring industry
- □ 170 tractors, 400 trailers
- EPA SmartWay partner since 2004
- Ran 159,000 miles in NH in 2011





# **Fuel Saving Efforts (Since 2004)**



**Wide Base Tires** 



**Battery Powered APUs** 



EPA SmartWay Certified Tractors and Trailers



Automatic Tire Inflation
Systems



**Driver Education** 



**Hybrid Electric Straight Truck** 

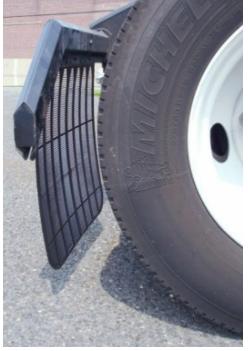


#### What's New?

- All new tractors and trailers are
   SmartWay certified
- "Eco-flaps" slotted mudflaps
- ATDynamicsTrailerTails dragreducing rear fairings









## People are noticing...

"Braun's Express receives a prestigious Environmental Merit Award from the US EPA"

ENVIRONMENTAL MERIT AWARDS | 2010



makes the cover of Fleet Equipment magazine, which references the company's 'smart choices'"



Fleet Owner magazine's
'Green Fleet of the Month'"

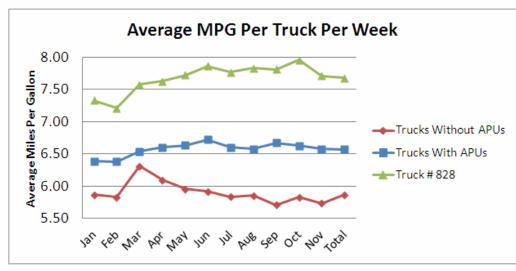
"Braun's Express is featured in Mack Trucks' Bulldog magazine, which cites the company as 'helping to transform the industry'"

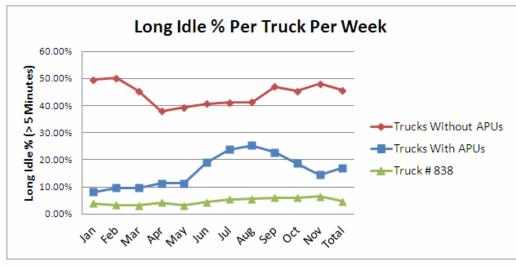




#### Savings Example - APUs







	Average MPG
<b>Trucks Without APUs</b>	5.87
Trucks With APUs	6.57
Target Truck (828)	7.68

	Long Idle %
<b>Trucks Without APUs</b>	45.64%
<b>Trucks With APUs</b>	17.09%
Target Truck (828)	4.67%



#### Savings Example - APUs



- Braun's ran over 7.5 million miles over this period
- At 5.87 MPG, we would have consumed 1,277,683 gallons of fuel, costing us \$4,979,130\*
- At 6.57 MPG, we would have consumed 1,141,552 gallons of fuel, costing us \$4,448,628\*
- That's a savings of 136,131 gallons, or \$530,502\*
- \$8,487 per truck per year, payback in less than 1 year

\*National Fuel Avg. As Of 5/28/12: **3.897**Source: U.S. Energy Information Administration http://www.eia.gov/petroleum/gasdiesel

BRAUN'S =EXPRESS

### Savings Example – Hybrid

- 2011 average fuel economy for 26' straight truck in New England was 9.02 MPG
- 2011 fuel economy for unit 183 (Freightliner hybrid straight truck) was 11.84 MPG
- □ 31% increase
- Unit 183 ran 38,254 miles in 2011
- Annual savings of 1,010 gallons or \$3,936\*
- Incremental cost of hybrid system is \$38,900\*
- Investment payback in ~ 10 years



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